

SEC Mail  
Mail Processing  
Section  
SECURITIES  
FEB 29 2008



ON

OMB APPROVAL  
OMB Number: 3235-0123  
Expires: October 31, 2004  
Estimated average burden  
hours per response... 12.00

Washington, DC  
106

**ANNUAL AUDITED REPORT  
FORM X-17A-5  
PART III**

SEC FILE NUMBER  
8- 047285

FACING PAGE

**Information Required of Brokers and Dealers Pursuant to Section 17 of the  
Securities Exchange Act of 1934 and Rule 17a-5 Thereunder**

REPORT FOR THE PERIOD BEGINNING 01/01/07 AND ENDING 12/31/07  
MM/DD/YY MM/DD/YY

**A. REGISTRANT IDENTIFICATION**

NAME OF BROKER-DEALER: **PICTET OVERSEAS INC.**

OFFICIAL USE ONLY  
36500  
FIRM I.D. NO.

ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)

1800 McGill College Avenue, Suite 2900

(No. and Street)

Montreal

(City)

Quebec

(State)

H3A 3J6

(Zip Code)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT

David Parsons / Edite Das Neves

(514) 350-6263 / 6232

(Area Code - Telephone Number)

**B. ACCOUNTANT IDENTIFICATION**

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\*

PricewaterhouseCoopers, LLP

(Name - if individual, state last, first, middle name)

1250 René-Lévesque Blvd. West, Suite 2800

(Address)

Montreal

(City)

Quebec

(State)

H3B 2G4

(Zip Code)

CHECK ONE:

- ☒ Certified Public Accountant  
☐ Public Accountant  
☐ Accountant not resident in United States or any of its possessions.

**PROCESSE**

**E MAR 20 2008**

**THOMSON  
FINANCIAL**

**FOR OFFICIAL USE ONLY**


\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

*Handwritten:* 3/19

## OATH OR AFFIRMATION

I, David Parsons / Edite Das Neves, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of **PICTET OVERSEAS INC.**, as of December 31, 2007, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

Not applicable.

 Edite Das Neves  
Signature

Chief Operating Officer & Secretary / Assistant Vice President  
Title



Notary Public Déodat LÉ, Lawyer  
Quebec Bar No.: 194117-8

This report \*\* contains (check all applicable boxes):

- ☒ (a) Facing Page.
- ☒ (b) Statement of Financial Condition.
- ☒ (c) Statement of Income (Loss).
- ☒ (d) Statement of Changes in Financial Condition.
- ☒ (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.
- ☐ (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- ☒ (g) Computation of Net Capital.
- ☐ (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- ☐ (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
- ☐ (j) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-3 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- ☐ (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- ☒ (l) An Oath or Affirmation.
- ☐ (m) A copy of the SIPC Supplemental Report.
- ☐ (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.
- ☒ (o) Audit attestation to the firm's exemption from SEC Rule 15c3-3, paragraph (k)(2)(i).

\*\*For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# **Pictet Overseas Inc.**

Financial Statements

**December 31, 2007**

(expressed in U.S. dollars)

February 28, 2008

## Auditors' Report

### To the Shareholder of Pictet Overseas Inc.

We have audited the balance sheet of **Pictet Overseas Inc.** as at December 31, 2007 and the statements of earnings, changes in shareholder's equity and cash flows for the year then ended. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards in the United States of America. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the company as at December 31, 2007 and the results of its operations and its cash flows for the year then ended in accordance with generally accepted accounting principles in the United States of America.

We have also audited the schedule of computation of net capital as at December 31, 2007, which is presented for the purpose of meeting the requirements of Rule 17a-5 of the Securities Exchange Act of 1934 and is not a required part of the basic financial statements. In our opinion, this schedule presents fairly the information contained therein, in all material respects, in relation to the financial statements taken as a whole.

*PricewaterhouseCoopers LLP*

**Chartered Accountants**

# Pictet Overseas Inc.

## Balance Sheet

As at December 31, 2007

(expressed in U.S. dollars)

	2007 \$	2006 \$
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	382,102	5,885,472
Short-term deposits	6,000,000	-
Accounts receivable	132,465	113,630
Income taxes recoverable	4,587	-
	<u>6,519,154</u>	<u>5,999,102</u>
<b>Boston Stock Exchange Seat (note 8)</b>	800	800
<b>Boston Stock Exchange Clearing Fund Deposit</b>	<u>6,000</u>	<u>6,000</u>
	<u>6,525,954</u>	<u>6,005,902</u>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable and accrued liabilities	166,349	133,400
Income taxes payable	-	5,929
	<u>166,349</u>	<u>139,329</u>
<b>Shareholder's Equity</b>		
<b>Capital stock (note 3)</b>	5,000,000	5,000,000
<b>Retained earnings</b>	<u>1,359,605</u>	<u>866,573</u>
	<u>6,359,605</u>	<u>5,866,573</u>
	<u>6,525,954</u>	<u>6,005,902</u>

The accompanying notes are an integral part of these financial statements.

Approved by the Board of Directors

\_\_\_\_\_  
Director

\_\_\_\_\_  
Director

# Pictet Overseas Inc.

## Statement of Changes in Shareholder's Equity

For the year ended December 31, 2007

(expressed in U.S. dollars)

	Common stock		Preferred stock		Retained earnings	Total
	Number of Class A common shares	Amount \$	Number of Class D preferred shares	Amount \$		
<b>Balance at December 31, 2005</b>	2,500,000	2,500,000	2,500,000	2,500,000	643,922	5,643,922
Net earnings	-	-	-	-	222,651	222,651
<b>Balance at December 31, 2006</b>	2,500,000	2,500,000	2,500,000	2,500,000	866,573	5,866,573
Net earnings	-	-	-	-	493,032	493,032
<b>Balance at December 31, 2007</b>	2,500,000	2,500,000	2,500,000	2,500,000	1,359,605	6,359,605

The accompanying notes are an integral part of these financial statements.

# Pictet Overseas Inc.

## Statement of Earnings

For the year ended December 31, 2007

(expressed in U.S. dollars)

	2007 \$	2006 \$
<b>Revenue</b> (note 4)		
Commissions	1,857,788	1,312,370
Interest	299,652	276,850
Referral revenue	35,689	-
Miscellaneous income	35,000	-
	<u>2,228,129</u>	<u>1,589,220</u>
<b>Expenses</b> (note 4)		
Salaries and related expenses	495,214	318,155
Professional fees	45,161	47,916
Insurance	3,416	3,264
General	51,369	26,916
Management fees	123,085	92,318
Referral fees (includes solicitation and research fees)	-	63,747
Stock exchange fees	664,286	478,188
Information services	24,828	23,317
Licences and software	283,449	283,045
Membership fees	28,256	25,137
Foreign exchange loss (gain)	16,033	(4,332)
	<u>1,735,097</u>	<u>1,357,671</u>
<b>Earnings before income taxes</b>	493,032	231,549
<b>Provision for income taxes</b>	-	8,898
<b>Net earnings</b>	<u>493,032</u>	<u>222,651</u>

The accompanying notes are an integral part of these financial statements.

# Pictet Overseas Inc.

## Statement of Cash Flows

For the year ended December 31, 2007

(expressed in U.S. dollars)

	2007 \$	2006 \$
<b>Cash flows from</b>		
<b>Operating activities</b>		
Net earnings	493,032	222,651
Changes in non-cash working capital items		
Increase in accounts receivable	(18,835)	(86,468)
Increase in income taxes recoverable	(4,587)	-
Increase in accounts payable and accrued liabilities	32,949	72,679
Increase (decrease) in income taxes payable	(5,929)	4,987
	496,630	213,849
<b>Investing activities</b>		
Acquisition of short-term deposits	(6,000,000)	-
<b>Increase in cash and cash equivalents during the year</b>	(5,503,370)	213,849
<b>Cash and cash equivalents – Beginning of year</b>	5,885,472	5,671,623
<b>Cash and cash equivalents – End of year</b>	382,102	5,885,472
<b>Supplementary information</b>		
Interest received	297,446	199,958
Income taxes paid	11,400	3,911

The accompanying notes are an integral part of these financial statements.



# **Pictet Overseas Inc.**

## **Notes to Financial Statements**

**December 31, 2007**

---

(expressed in U.S. dollars)

### **1 Incorporation and nature of business**

The company was incorporated on December 7, 1993 under the laws of Canada and began operations on July 1, 1994. It is a member of an international group of companies whose principal entity is Pictet et Cie. The company's business activities include marketing European securities and North American trade execution services for equities and options.

### **2 Significant accounting policies**

#### **Basis of presentation**

The company records its brokerage operations and commission revenue on securities transactions on a settlement date basis.

#### **Cash and cash equivalents**

Cash and cash equivalents consist of balances with banks and highly liquid short-term deposits less short-term operating loans. The company considers short-term deposits with original terms to maturity of three months or less to be cash equivalents.

#### **Boston Stock Exchange Seat**

The Boston Stock Exchange Seat is accounted for at the lower of cost and net realizable value.

#### **Income taxes**

The company provides for income taxes using the liability method of tax allocation. Under this method, future income tax assets and liabilities are determined based on deductible or taxable temporary differences between the financial statement values of assets and liabilities, using enacted income tax rates expected to be in effect for the year in which the differences are expected to reverse.

The company is eligible for various tax credits with respect to qualifying International Financial Center activities. These credits were accounted for as a reduction of the related costs to which they pertain.

#### **Foreign currency translation**

These financial statements have been prepared in U.S. dollars. Revenues and expenses denominated in a foreign currency are translated at the average rates prevailing during the year. Monetary assets and liabilities denominated in a foreign currency are translated at the rates in effect at the balance sheet date. Gains and losses on foreign exchange are included in the statement of earnings.

# Pictet Overseas Inc.

## Notes to Financial Statements

December 31, 2007

(expressed in U.S. dollars)

### Management estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### 3 Capital stock

Authorized, unlimited as to number

Class A preferred shares, voting, non-participating, without par value, ranking in priority to Class B, C and D preferred shares and Class A and B common shares, with entitlement to a non-cumulative monthly dividend of 1%, redeemable at the option of the company at their paid-in amount or the fair value of the consideration received, plus declared and unpaid dividends

Class B preferred shares, non-voting, non-participating, without par value, ranking in priority to Class C and D preferred shares and Class A and B common shares, with entitlement to a non-cumulative monthly dividend of 1%, redeemable at the option of the company at their paid-in amount or the fair value of the consideration received, plus declared and unpaid dividends

Class C preferred shares, voting, non-participating, without par value, ranking in priority to Class D preferred shares and Class A and B common shares, with entitlement to a non-cumulative monthly dividend of 1%, redeemable at the option of the company or the holder at their paid-in amount or the fair value of the consideration received, plus declared and unpaid dividends

Class D preferred shares, non-voting, non-participating, without par value, ranking in priority to Class A and B common shares, without entitlement to a dividend, redeemable at the option of the company or the holder at their paid-in amount or the fair value of the consideration received, plus declared and unpaid dividends

Class A common shares, voting

Class B common shares, non-voting

Issued

	2007 \$	2006 \$
2,500,000 Class D preferred shares	2,500,000	2,500,000
2,500,000 Class A common shares	2,500,000	2,500,000
	<u>5,000,000</u>	<u>5,000,000</u>

# Pictet Overseas Inc.

## Notes to Financial Statements

December 31, 2007

---

(expressed in U.S. dollars)

### 4 Related party transactions and balances

All transactions and balances with related parties are with entities under common control of the partners of Pictet et Cie.

The statement of earnings includes the following related party transactions:

	2007 \$	2006 \$
Revenue		
Commissions	1,831,514	1,312,370
Expenses		
Salaries and related expenses	475,200	318,155
Management fees	123,085	92,318
Referral fees	-	63,747
Stock exchange fees	9,475	6,300

Commissions are collected by Pictet et Cie or Pictet Canada L.P. at the settlement date and remitted to the company.

All balances with related companies are disclosed separately in these financial statements. Unless otherwise disclosed, all related party transactions occurred in the normal course of operations and were measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties and the company.

### 5 Income taxes

The company has accumulated losses for federal tax purposes of CA\$1,295,000 which may be carried forward and used to reduce taxable income in future years and for which no future tax benefit has been recognized in the accounts. These losses may be claimed in years ending no later than:

	CAS
December 31, 2009	254,000
December 31, 2010	509,000
December 31, 2027	532,000
	<hr/>
	1,295,000

# Pictet Overseas Inc.

## Notes to Financial Statements

December 31, 2007

---

(expressed in U.S. dollars)

### 6 Financial instruments

#### Fair value

The company has estimated the fair market values of its financial instruments based on the current interest rate environment, related market values and current pricing of financial instruments with comparable terms. The carrying values of its financial instruments approximate their fair market values, unless otherwise indicated.

#### Position risk

Position risk corresponds to the risk that the fluctuations in foreign exchange rates and interest rates could result in losses. Unless otherwise disclosed in the financial statements, the company may enter into financial instruments consisting primarily of short-term deposits and related party balances that may be denominated in foreign currencies and bear interest at short-term market rates.

#### Credit risk

Credit risk is the risk of financial loss as a result of default by a counterparty with respect to its obligations towards the company. The company's financial instruments are primarily with financial institutions under common control or with other major financial institutions. Consequently, management considers the risk of counterparties defaulting on their obligation to be remote.

#### Interest rate risk

The company's exposure to interest rate risk as at December 31, 2007 is as follows:

Cash	Non-interest bearing
Short-term deposits	Fixed interest rate – 4.63% (weighted average)
Accounts receivable	Non-interest bearing
Income taxes recoverable	Non-interest bearing
Boston Stock Exchange Clearing Fund Deposit	Non-interest bearing
Accounts payable and accrued liabilities	Non-interest bearing

# **Pictet Overseas Inc.**

## **Notes to Financial Statements**

**December 31, 2007**

---

(expressed in U.S. dollars)

### **7 Capital requirements**

The company is a member of the Financial Industry Regulatory Authority (formerly National Association of Securities Dealers, Inc.) and as such is subject to the capital requirements (Rule 15c 3-1) of the Securities and Exchange Act of 1934. This Rule provides, among other things, that a member firm's "aggregate indebtedness" may not exceed 1,500% of its "net capital", as those terms are defined by the Act.

At December 31, 2007, the company's aggregate indebtedness and net capital were \$166,349 and \$6,294,442 (2006 – \$139,329 and \$5,822,621) respectively, giving a ratio of 2.6% (2006 – 2.4%).

The company does not hold client funds or securities nor owe money or securities to customers. However, if inadvertently received, the company promptly forwards all funds and securities received. Accordingly, the company is exempt from Rule 15c 3-3 of the Act, under paragraph (k)(2)(i) of that Rule.

### **8 Subsequent event**

On October 2, 2007, the Nasdaq Stock Market ("NASDAQ") entered into an agreement to acquire the Boston Stock Exchange ("BSE") and its key assets, but excluding the BSE's minority interest in the Boston Options Exchange ("BOX"). Under the terms of this agreement, the company expects to receive proceeds of approximately US\$200,000.

On December 21, 2007, the BSE announced that it had reached an agreement to sell its minority ownership in BOX to the Montréal Exchange. Under the terms of this agreement, the company expects to receive proceeds of approximately US\$150,000.

On February 5, 2008, the BSE informed the company that it expects to complete the sale of its interests in BOX and its merger with NASDAQ within 60 to 90 days.

As of the date of the balance sheet, the above transactions have not been reflected and the proceeds have not been received. The investment in the BSE is carried at its original cost of US\$800.

# Pictet Overseas Inc.

## Schedule of Computation of Net Capital

As at December 31, 2007

(expressed in U.S. dollars)

	2007 \$	2006 \$
<b>Net Capital</b>		
Capital stock	5,000,000	5,000,000
Retained earnings	1,359,605	866,573
	<u>6,359,605</u>	<u>5,866,573</u>
Accounts receivable less non-allowable assets	53,159	36,738
Income taxes recoverable	4,587	-
Other assets	6,800	6,800
Haircut on foreign currency	617	414
	<u>65,163</u>	<u>43,952</u>
	<u>6,294,442</u>	<u>5,822,621</u>
<b>Aggregate indebtedness</b>		
Accounts payable and accrued liabilities	166,349	133,400
Income taxes payable	-	5,929
	<u>166,349</u>	<u>139,329</u>
<b>Ratio of aggregate indebtedness to net capital</b>	<u>2.6%</u>	<u>2.4%</u>

SEC Mail  
Mail Processing  
Section

FEB 29 2008

Washington, DC  
106

## **Pictet Overseas Inc.**

Supplementary Report on  
Internal Accounting Control  
**December 31, 2007**

PricewaterhouseCoopers  
LLP/s.r.l./s.e.n.c.r.l.  
Chartered Accountants  
1250 René-Lévesque Boulevard West  
Suite 2800  
Montréal, Quebec  
Canada H3B 2G4  
Telephone +1 514 205 5000  
Facsimile +1 514 876 1502

February 28, 2008

## **Chartered Accountants' Supplementary Report on Internal Accounting Control**

**To the Board of Directors of  
Pictet Overseas Inc.**

As part of our audit of the financial statements of **Pictet Overseas Inc.** as at December 31, 2007 and for the year then ended on which we reported under date of February 28, 2008, we considered the company's system of internal controls to the extent we considered necessary to determine the nature, timing and extent of the auditing procedures necessary for expressing an opinion on the financial statements. Our work was more limited than would be necessary to express an opinion on the company's system of internal controls taken as a whole.

Because of inherent limitations in any system of internal controls, errors or irregularities may nevertheless occur and not be detected by the system. Also, projection of any evaluation of a system to future periods is subject to the risk that controls may become inadequate because of changes in conditions or that the degree of compliance with controls may deteriorate.

As our work was performed for the limited purpose described in the first paragraph above, it would not necessarily identify material weaknesses in the system of internal controls. Accordingly, we do not express an opinion on the company's system of internal controls taken as a whole. However, our work disclosed no condition that we believe to be a material weakness. For the purposes of this report, material weakness is a condition in the system of internal controls which could result in more than a relatively low risk that errors or irregularities in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period in the normal course of operations.

This report is solely for the use of the Board of Directors of Pictet Overseas Inc. and Financial Industry Regulatory Authority, formerly National Association of Securities Dealers, Inc., and is not to be used by any other party.

*PricewaterhouseCoopers LLP*

### **Chartered Accountants**

PricewaterhouseCoopers refers to the Canadian firm of PricewaterhouseCoopers LLP/s.r.l./s.e.n.c.r.l. and the other member firms of PricewaterhouseCoopers International Limited, each of which is a separate and independent legal entity.



SEC Mail  
Mail Processing  
Section

FEB 29 2008

Washington, DC  
106

## **Pictet Overseas Inc.**

Supplementary Report on  
Computation of Net Capital  
As at December 31, 2007

PricewaterhouseCoopers  
LLP/s.r.l./s.e.n.c.r.l.  
Chartered Accountants  
1250 René-Lévesque Boulevard West  
Suite 2800  
Montréal, Quebec  
Canada H3B 2G4  
Telephone +1 514 205 5000  
Facsimile +1 514 876 1502

February 28, 2008

**Chartered Accountants' Supplementary Report on  
Computation of Net Capital**

**To the Board of Directors of  
Pictet Overseas Inc.**

In connection with Rule 17a-5(a) of the Securities Exchange Act of 1934, we have performed the following procedure with respect to Form X-17a-5, Part II of the Financial and Operational Combined Uniform Single Report ("Focus Report") of **Pictet Overseas Inc.** (the "company") as at December 31, 2007:

As required under Rule 17a-5(d)(4) of the Securities Exchange Act of 1934, we compared the computation of net capital under Rule 15c 3-1, included as a schedule with the audited financial statements, and the corresponding unaudited most recent Part IIA filing of Form X-17a-5 of the Focus Report dated February 28, 2008 and found them to be materially in agreement.

As a result of applying the above procedure, we did not identify any amounts that were materially different between the Focus Report and the audited financial statements of the company as at December 31, 2007 and the schedule of computation of net capital as at December 31, 2007. However, the above procedure does not constitute an audit and accordingly we do not express an opinion on the Focus Report referred to above as at December 31, 2007.

Our procedures were conducted solely to assist you in complying with Rule 17a-5(d)(4), and our report is not to be used for any other purpose.

*PricewaterhouseCoopers LLP*

**Chartered Accountants**